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ABSTRACT

In an effort to ensure local business involvement, the Steering Committee of the Tech Prep Consortium at Pasco-Hernando Community College (PHCC) in Central Florida invited members of the local business community to a Tech Prep Kickoff luncheon to sell them on Tech Prep. A tremendous number of companies attended the meeting and, to focus the energy and ideas of the businesses, three subcommittees were formed. The Scholarship Subcommittee devoted their energies to identifying businesses to contribute to a fund for Tech Prep students. A letter and brochure were developed to solicit contributions from local businesses. The Educators in the Workplace Subcommittee developed a plan for educators to visit the workplaces of consortium businesses. Host businesses were identified, a schedule planned, and leaders were chosen to explain business operations. Educators from two school systems and PHCC spent 1 day a week for 5 weeks touring businesses. Participants then decided which company they would to spend a day shadowing. This event will be repeated three times a year. Finally, the Mentor Subcommittee arranged for high school students to visit work places for 2-week periods, allowing students to explore job options before devoting years to training. The relationship the Tech Prep Consortium has developed with local businesses enhances the educational experience and provides a win-win situation for both schools and students. Appendixes include a Consortium organizational chart, sample brochures, an invitational letter to businesses, and a sample agenda. (KP)

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ED 370 659

A User Friendly Model for Business/Education Partnerships

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Gayle Brooks
Carmine Bell

Paper Presented at the Annual International Conference of the National Institute for Staff and Organizational Excellence and Conference of Administrators
(16th, Austin, TX, May 22-25, 1994)

JC 940 367

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A USER-FRIENDLY MODEL FOR

BUSINESS/EDUCATION PARTNERSHIPS

Script

Pasco-Hernando Community College is a small college in Central Florida. The two-county area does not have many large businesses. Most organizations are small or government related.

The Steering Committee decided that the most important component of the Pasco-Hernando Tech Prep Consortium would be the involvement of the businesses in the area. The committee members knew that if they could get the business people to a meeting, they could sell them on Tech Prep. As the members brain stormed, they decided that few businesses could resist an invitation from the two school district superintendents and from the president of the college. A letter was developed that displayed the original signature of these three people. (Getting original signatures on several hundred letters was a fete!) In addition to mailing the letter, follow-up telephone calls were also made. Since lunch was being served, getting an accurate number of those planning to attend was crucial. (The first contribution was lunch. It was provided by two of the hospitals in the area.)

As the day approached for what the Steering Committee was calling a *Tech Prep Kickoff*, a tremendous number of companies had responded that they intended to participate. Little did the committee know at the time what a monster had been created. Not only did the businesses get on the bandwagon, but they were prepared to work! The coordinators had a hard time keeping up with the projects and ideas that this group generated. During the next

few weeks, it became apparent that there was a need to focus the energies of the Business and Industry Advisory Committee (BIAC) in a few areas. They decided that they wanted to form the following subcommittees:

Scholarship Subcommittee: This group devoted their energies to identifying businesses who wanted to contribute to a scholarship fund for Tech Prep students. The subcommittee began by contacting the three education foundations. Each of those foundations made a contribution. They developed a letter and a brochure that was sent to businesses in the area. The college foundation was the collection fund for contributions for two reasons--contributors could make tax deductible contributions and the college was able to match the dollars with a state incentive fund. Even during slow economic times, the scholarship fund has received several thousand dollars in contributions.

Educators in the Workplace Subcommittee: The BIAC believed that one of the most important components to a successful partnership was getting the business people into the schools and the educators into the businesses. The Educators in the Workplace Subcommittee was charged with developing a plan whereby educators could spend days in the businesses in the consortium. They first identified businesses that wanted to host the educators. Then a schedule was developed and leaders were identified who could explain the operations of their business. Each day, lunch was provided by one of the companies and substitutes were provided in the classroom for the teachers.

Educators from the two school systems and the community college spent one day a week for five weeks touring the businesses. The day's schedule usually included two companies--one in the morning and one in the afternoon. The participants decided at the end of the project which company they would like to spend an entire day job shadowing. A schedule was developed and the shadowing was assigned.

The followup for this project has been very positive. The consortium plans to repeat the event three times a year.

Mentors Subcommittee: This subcommittee arranged for high school students to job shadow for a two-week period. Many businesses agreed to host students as they explored the various aspects of jobs in which they thought they might be interested. The Consortium discovered with the students (high school and college) were not aware of the different types of jobs and duties available in the business world. This project allows students to explore jobs in which they might be interested before they devote years to training.

One of the most helpful components of the business partnership has been the work we have done with the Economic Development people in both counties. These are hard-working professionals who are genuinely interested in the business partnerships. They gather the businesses for meetings and projects and they also act as a resource for new ideas. The Consortium has greatly benefited from this alliance.

As the second year is ending with the consortium, it is apparent that businesses have been the catalyst that many times has

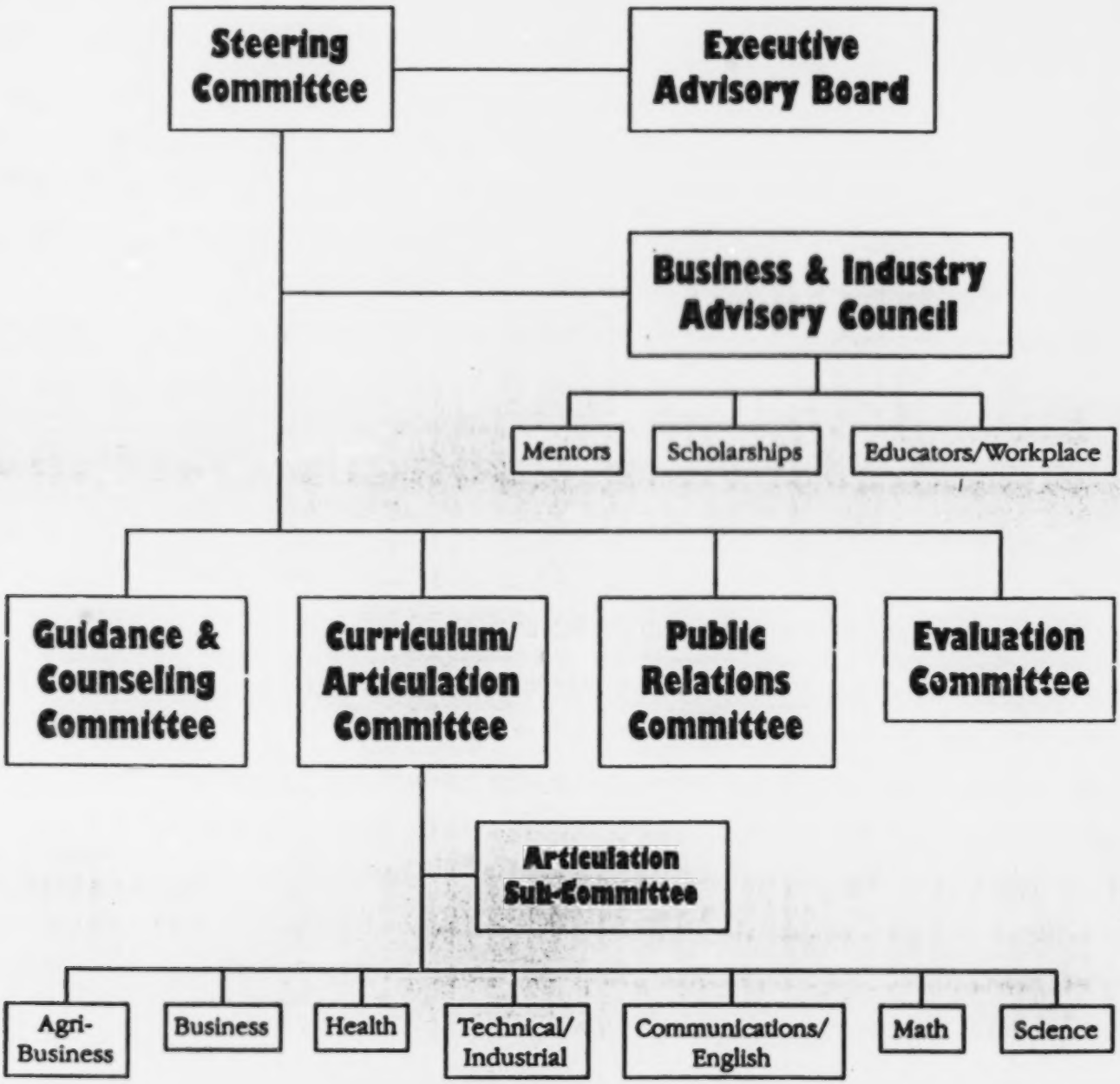
kept the project members going. Except for the coordinators, the other members of the Steering Committee all have several other activities that keep them occupied. Knowing that these business people were depending on a successful project has made all of the members get involved with the business projects. The school and college staffs know that they cannot designate the duties to a few; all must be involved so that support can be given to the business community and they in turn will support the schools' projects.

The involvement that the Consortium has experienced with the businesses has flowed over into other areas of the college. The college has been able to identify some adjunct instructors as well as prospective students. Several of the business people have contacted us to help with in-service training of their employees. Some of them were unaware that these services were offered.

The relationship that the consortium has developed with the local businesses is a relationship that all parties intend to nurture and maintain. It is felt that this partnership will enhance the educational experience that we provide for all students. It is truly a Win-Win situation for the schools and for the students.

Organizational Chart

Pasco-Hernando TechPrep Consortium



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TECHPREP
PASCO-HERNANDO CONSORTIUM
preparing for the future

March 3, 1993

Mrs. Dorothy Curtin
Owner
Minutemen Press
7117 U.S. HWY 19
New Port Richey, FL 34652

Dear Mrs. Curtin:

Tech Prep is a very exciting, promising collaborative project that the Pasco County School System, the Hernando County School System, and Pasco-Hernando Community College have undertaken to address our students' needs as well as business and industry's need for a highly skilled work force. We are asking that you join with us in this endeavor.

We educators have agreed in this project that we are committed to:

raising the educational level of our graduates by encouraging all students to take more challenging courses;

making learning more relevant by teaching using an applied approach that shows students how this knowledge is used in the working world;

encouraging students to continue their education at least through the associate degree. We must show students that although most jobs do not require a bachelor's degree, most do require some postsecondary training in our high tech world.

The Tech Prep project will allow teachers and business people to develop meaningful course sequences that students can follow as they progress toward their goal. Our college prep students have always had this clear path laid out for them; now it is time for the remaining 80% to have this opportunity.

Please plan to come to our Tech Prep Kickoff Celebration April 15 from 9 am until 4 pm, at River Ridge High School in New Port Richey. We will send you a reminder and a map later, but we know how crowded your calendars are and we want you to reserve April 15 for Tech Prep. Please R.S.V.P. to Mrs. Evelyn Eckhard in the Tech Prep Office of P-HCC by Friday, March 19. You can reach Mrs. Eckhard by telephoning your local campus (Brooksville 796-6726, Dade City 567-6701, New Port Richey 847-2727) and entering her extension, 3355.

Thank you for considering this involvement with your educational community. We believe that Tech Prep can be the answer that we are all looking for.

Harold Winkler, Ed.D.
Superintendent
Hernando County Schools

Thomas Weightman
Superintendent
Pasco County Schools

Milton O. Jones, Ph.D.
President
Pasco-Hernando
Community College

ece

The School Board of Hernando County
919 N. Broad Street
Brooksville, FL 34601
904/796-6772, ext. 444
FAX 904/544-6464

The District Schools of Pasco County
7227 Land O' Lakes Blvd
Land O' Lakes, FL 34639
813/929-2214
FAX 813/929-2794

Pasco-Hernando Community College
10230 Ridge Road
New Port Richey, FL 34654
813/847-2727
904/796-6726 • 904/567-6701
All Ext. 3259
FAX 813/847-2727-3300

EQUAL OPPORTUNITY AGENCIES

TECH PREP: REGAINING OUR NUMBER I POSITION IN THE GLOBAL ECONOMY (Sample Newsletter Article)

Tech Prep--Technology Preparation for an information-based age--is a national reform initiative funded by the Carl D. Perkins Vocational and Applied Technology Education Act Amendments of 1990. The mission of Tech Prep is to enable the United States to regain its Number One position in the global economy through developing a workforce equipped with the necessary academic and technical skills.

The Pasco Hernando Consortium, one of 23 Tech Prep consortia in Florida, has received a three-year, $750,000 grant to plan and implement Tech Prep. Beginning in fall, 1993, Tech Prep will be phased in at the high schools in Pasco and Hernando Counties. Full implementation is set for 1994-95 when programs of study leading to an associate degree from P-HCC will be offered in Agribusiness, Business, Nursing and Allied Health, and Industrial Technology.

Tech Prep is a college parallel curriculum with an academic core as well as a technical core that will enable students to graduate from high school prepared for postsecondary education and the workforce--the mission statement of Florida's Blueprint for Career Preparation, the second goal of Florida's Blueprint 2000, and one of the goals of America 2000. Tech Prep links the last two years of high school with an associate degree from a community college, which can lead to a baccalaureate degree from a university.

Tech Prep also fosters greater involvement by business and industry in education. The Pasco-Hernando Consortium has a Business and Industry Council with over 100 members developing projects such as Educators in the Workplace, Mentorships, and Scholarships.

Since 1986, Tech Prep consortia in other states have experienced several positive outcomes: in one instance, average SAT scores increased 57 points, the dropout rate decreased 61%, and retention in community college classes went up 78%. Students had less need for remedial courses at the community college. They earned technical certificates and associate degrees more quickly; they also earned more college credits in high school through accelerated programs.

If you would like more information about Tech Prep, call Peggy Green at the Pasco County School Board (813/929-2214), Sharon Bray at the Hernando County School Board (904-796-6772), or Carmine Bell at Pasco-Hernando Community College (813-847-2727 New Port Richey; 904-796-6726 Brooksville; 904-567-6701 Dade City, all ext. 3259).

TECH PREP
PASCO-HERNANDO CONSORTIUM
preparing for the future

TECH PREP
GUIDANCE AND COUNSELING
PROFESSIONAL DEVELOPMENT DAY

December 10, 1993
8:30 - 3:30 p.m.

AGENDA

8:30 - 9:00 a.m.	*Coffee*
9:00 - 10:00 a.m.	*Welcome* *Tech Prep Overview*
10:00 - 10:15 a.m.	*BREAK*
10:15 - 12:30 p.m.	*Tech Prep* *Guidance and Counselors' Manual Presentation*
12:30 - 1:30 p.m.	*Lunch*
1:30 - 2:45 p.m.	*Tech Prep Guidance and Counselors' Manual Presentation*
2:45 - 3:15 p.m.	*Action Planning*
3:15 - 3:30 p.m.	*Closing* *Inservice Paperwork*

The School Board of Hernando County
919 N. Broad Street
Brooksville, FL 34601
904/796-6772, ext. 444
FAX 904/544-6464

The District Schools of Pasco County
7227 Land O' Lakes Blvd
Land O' Lakes, FL 34639
813/929-2214
FAX 813/929-2794

Pasco-Hernando Community College
10230 Ridge Road
New Port Richey, FL 34654
813/847-2727
904/796-6726 • 904/567-6701
All Ext. 3259
FAX 813/847-2727-3300

EQUAL OPPORTUNITY AGENCIES

With the support of the local business community, Tech Prep is making a difference in Pasco and Hernando Counties in the lives of the students and the economic development of their communities.

We wish to thank these businesses for their contribution to the Tech Prep Guidance and Counseling Professional Development Day:

The Condenser Products Corporation
Dade City Hospital
Evergreen Woods
FSN Cable
HCA, Oak Hill Community Hospital
Hernando County Economic Development
Richard Eckhard, RAE Drafting
Roe Insurance, Inc.
Sims Machine and Controls, Inc.

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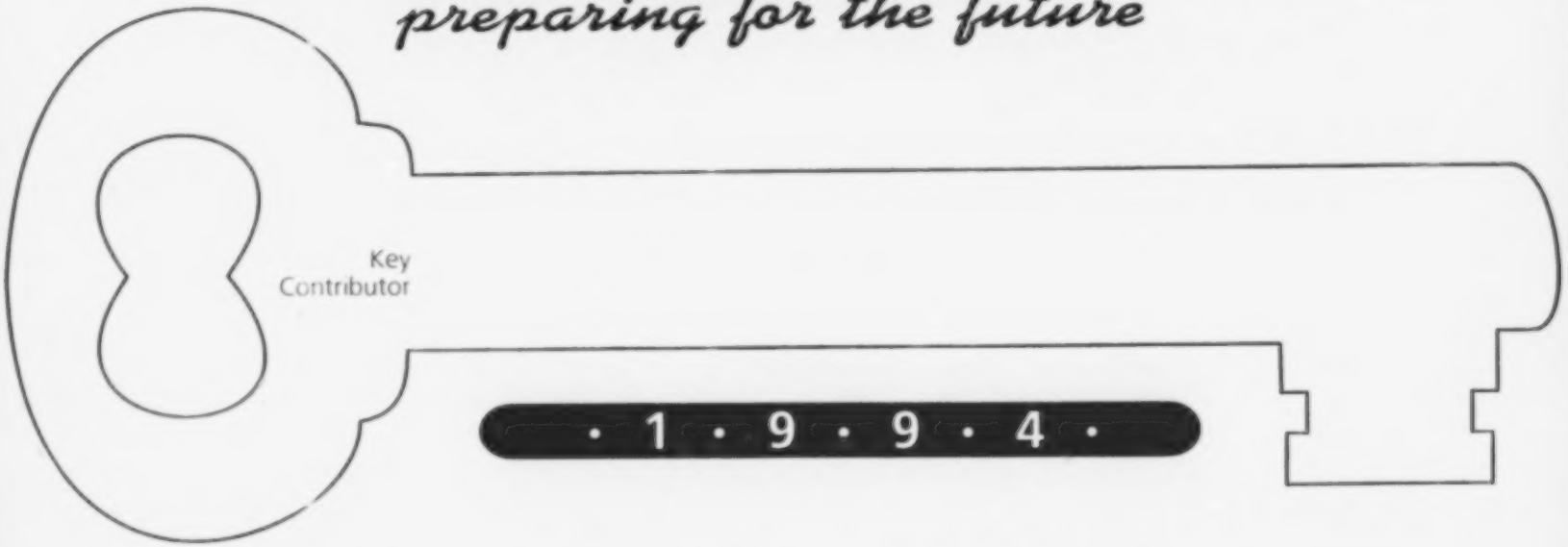

Your dedication has opened the door,
preparing for the future of the next generation.

Milton O. Jones, President,
Pasco-Hernando Community College

Thomas Weightman, Superintendent,
District School Board of Pasco County

Harold Winkler, Superintendent,
School Board of Hernando County

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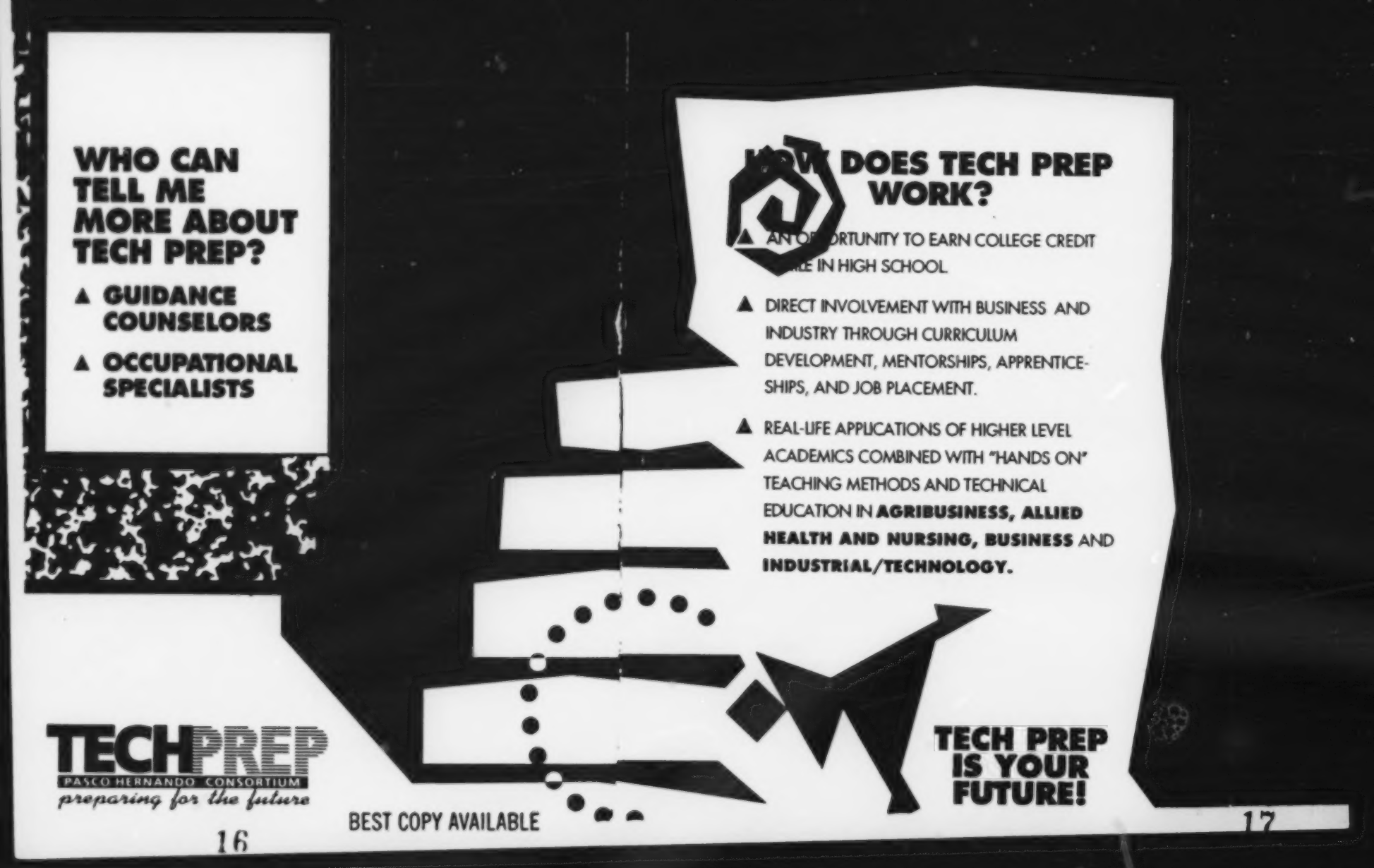
WHO CAN TELL ME MORE ABOUT TECH PREP?

- **GUIDANCE COUNSELORS**
- **OCCUPATIONAL SPECIALISTS**

HOW DOES TECH PREP WORK?

- AN OPPORTUNITY TO EARN COLLEGE CREDIT WHILE IN HIGH SCHOOL
- DIRECT INVOLVEMENT WITH BUSINESS AND INDUSTRY THROUGH CURRICULUM DEVELOPMENT, MENTORSHIPS, APPRENTICESHIPS, AND JOB PLACEMENT.
- REAL-LIFE APPLICATIONS OF HIGHER LEVEL ACADEMICS COMBINED WITH "HANDS ON" TEACHING METHODS AND TECHNICAL EDUCATION IN **AGRIBUSINESS, ALLIED HEALTH AND NURSING, BUSINESS** AND **INDUSTRIAL/TECHNOLOGY.**



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TECH PREP IS YOUR FUTURE!

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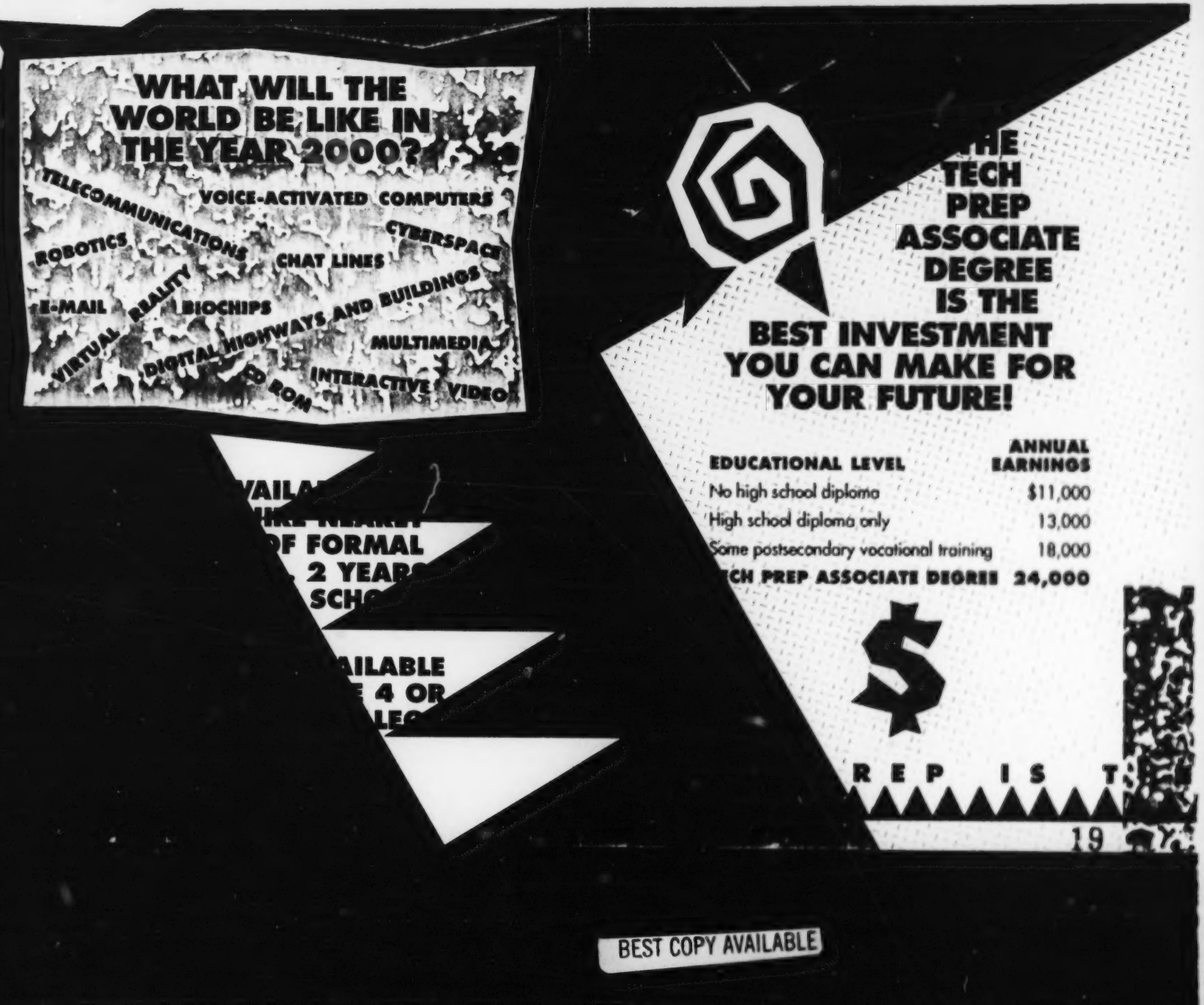

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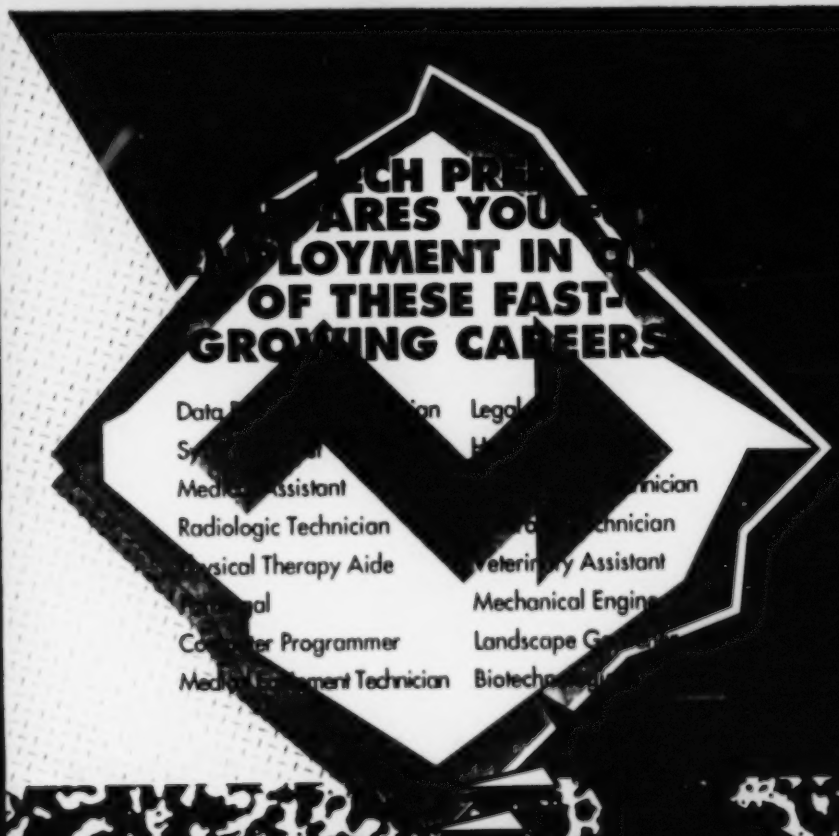

TECH PREP ASSOCIATE DEGREE

- ▲ PREPARES YOU FOR A HIGH-PAYING, HIGH GROWTH TECHNICAL CAREER.
- ▲ MAKES YOU MORE COMPETITIVE IN A GLOBAL ECONOMY.
- ▲ DEVELOPS THE EMPLOYABILITY SKILLS OF PROBLEM SOLVING, DECISION MAKING, CRITICAL THINKING, AND TEAMWORK.
- ▲ EQUIPS YOU WITH ACADEMIC AND TECHNICAL SKILLS REQUIRED IN A CHANGING WORKPLACE.
- ▲ INCREASES YOUR **CAREER OPTIONS** AND **OPPORTUNITIES FOR ADVANCEMENT.**

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FOR MORE INFORMATION ON HOW YOU CAN PARTICIPATE IN TECH PREP, CONTACT:

IN PASCO COUNTY
The Occupational Specialist at:

Gulf High School
813/842-8485

Hudson High School
813/863-1594

Land O' Lakes High School
813/996-3888

Pasco Comprehensive High School
813/567-6721

Ridgewood High School
813/847-3060

River Ridge High School
813/836-7300

Zephyrhills High School
813/782-9551

IN HERNANDO COUNTY
The guidance department at:

Central High School
904/597-7000

Hernando High School
904/544-6425

Springstead High School
904/666-2525

Mentors Program

TECH PREP

PASCO-HERNANDO CONSORTIUM

preparing for the future

TECH PREP blends high school academic, career and technical courses into planned programs of study that articulate with two-year degree programs at Pasco-Hernando Community College.

PROGRAM OBJECTIVES

- To provide businesses with students who will become better trained and qualified workers as a result of their participation in the Mentors Program.
- To provide students with exposure to career areas by placement in the workplace where they will complete specific projects or tasks from which they can confirm their interests and build a resume'.
- To bring business people into the classroom as guest speakers to provide career counseling and information about job specifications.

PROGRAM SPECIFICS

- Students must be enrolled in a **TECH PREP** program and have a good attendance record.
- There is no salary involved.
- Students apply and interview for positions.
- Students must provide their own transportation and insurance coverage.
- Attendance, conduct and professionalism are monitored by the school.
- Average participation time during the school year will be a total of 75 hours in the workplace.
- This experience can be used to fulfill the volunteer experience requirement for the Florida Academic Scholars program.

ADVANTAGES FOR MEMBERS

- Provides a recruitment vehicle for better trained and more qualified workers.
- Can reduce training/retraining costs.
- Increases your competitive edge.
- Provides a meaningful partnership with local schools.

PREPARE FOR THE FUTURE WITH TECHPREP

...and you can even get a **FLORIDA GOLD SEAL SCHOLARSHIP!**

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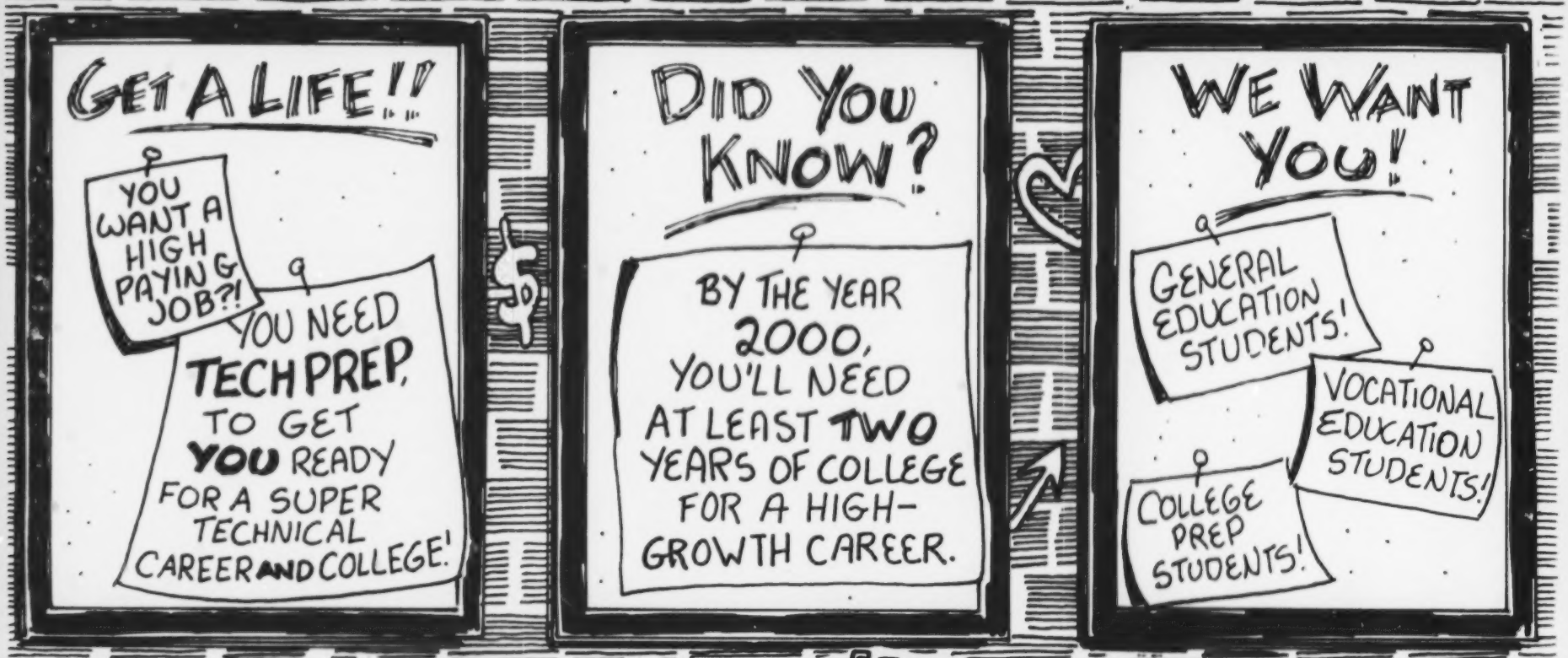
For More Info:

Carmine Bell
Tech Prep Coordinator
Pasco-Hernando Community College
813-847-2727,
904-796-6726 or
904-567-6701,
all ext. 3259

Peggy Green
Tech Prep Articulation Coordinator
District School Board of Pasco County
813-929-2214

Sharon Bray
Tech Prep Articulation Coordinator
School Board of Hernando County
904-796-6772,
ext 444

TECH PREP


GET A LIFE!!
YOU WANT A HIGH PAYING JOB?!
YOU NEED TECH PREP TO GET YOU READY FOR A SUPER TECHNICAL CAREER AND COLLEGE!
DID YOU KNOW?
BY THE YEAR 2000, YOU'LL NEED AT LEAST TWO YEARS OF COLLEGE FOR A HIGH-GROWTH CAREER.
WE WANT YOU!
GENERAL EDUCATION STUDENTS!
VOCATIONAL EDUCATION STUDENTS!
COLLEGE PREP STUDENTS!

How does it Work:

- Take English, math, and science courses that combine "hands on" activities with real-life applications of higher level academics.
- Choose technical courses in a career field like Agribusiness, Business, Health, or Industrial Technology.
- Bonus: Earn college credit for some courses while in high school.
- SUCCESS! An Associate Degree from Pasco-Hernando Community College – and a high-paying job in a high-growth career.
- Future Bonus: Go on to a university for a Bachelor's Degree or higher. There is no limit to your education or your future!

TECH PREP CONSORTIUM:

Gayle Brooks, *Dean*
Career and Technical Programs
Pasco-Hernando Community College

Anne Johnson, *Director*
Vocational, Adult and Community Education
District School Board of Pasco County

Don Brown, *Director*
Vocational, Adult and Community Education
District School Board of Hernando County

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- 51% of P-HCC students must have financial help to attend college.
- 18% of Hernando County youth and
  19% of Pasco County youth are economically disadvantaged.
- The average annual cost of tuition, fees, and books for a full time P-HCC student is $1,676.
- The placement rate for P-HCC students who have completed Career/Technical programs over the last five years (1988-1993) is 88%.

- The creation of an ongoing college scholarship in each of the Tech Prep cluster areas: Agribusiness, Business, Allied Health and Nursing, and Industrial Technology.
- Matching dollars available from the Florida Academic Improvement Trust Fund at the rate of $2 for every $3 contributed by individuals or businesses.

- Students: the "neglected majority" of high school students in Hernando and Pasco Counties - the 75% who are not university bound.
- Business: by helping students acquire the technical training and employability skills necessary for productivity in the workplace.
- The Community and Nation: by creating a world-class workforce to restore America's #1 position in the global economy.

- Your entire tax deductible contribution helps meet these student needs.

☐ $35 Tuition for one credit hour (Florida resident)
☐ $50 Average college textbook
☐ $105 Tuition for one course (3 credit hours)
☐ $1,676 Tuition, fees, and books for a year
☐ $_____ Any amount will go only to support student scholarships and receive a grateful acknowledgment

Send checks payable to the PHCC Foundation **for the Tech Prep Scholarship Fund** to this address:

PHCC Foundation
Tech Prep Scholarship Fund
10230 Ridge Road
New Port Richey, FL 34654-5199

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preparing for the future

Enclosed is my tax-deductible contribution to the P-HCC Foundation **Tech Prep Scholarship Fund** in the amount of $ _____

Name _____

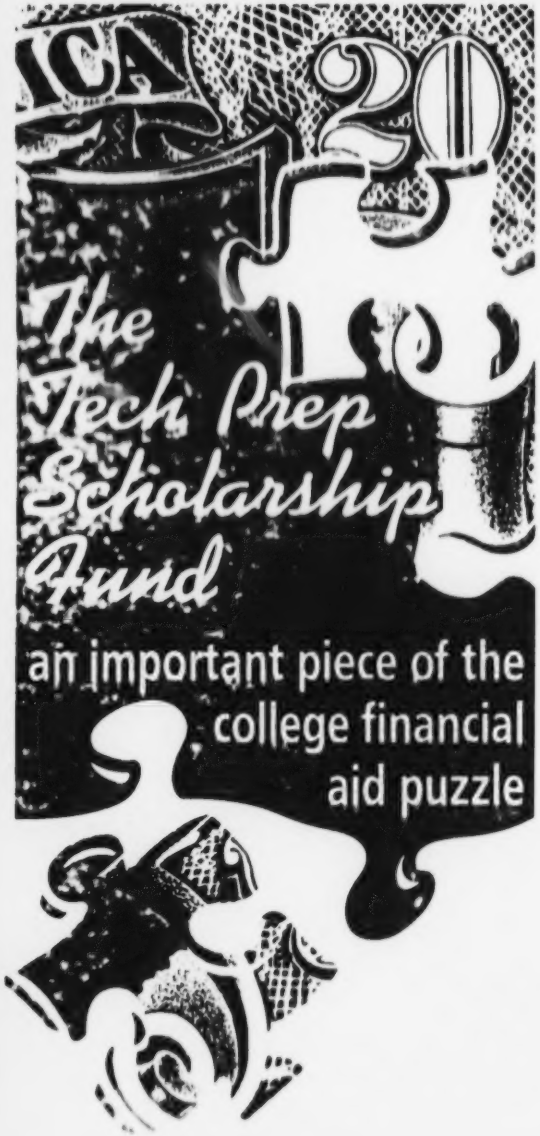
Business (if applicable) _____

Address _____

_____ Phone: (_____) _____

Does your business or employer provide matching contributions? ☐ Yes ☐ No
If yes, please provide a matching contribution form.

Please send this donation and your check, payable to the PHCC Foundation **for the Tech Prep Scholarship Fund** to this address:
PHCC Foundation **Tech Prep Scholarship Fund**, 10230 Ridge Road, New Port Richey, FL 34654-5199



TECHPREP
PASCO HERNANDO CONSORTIUM
preparing for the future

Pasco-Hernando Community College Foundation
Tech Prep Scholarship Fund
10230 Ridge Road
New Port Richey, FL 34654-5199

A work of art just isn't right with pieces missing. Neither is an education. You can help put all the pieces together. Support the *Tech Prep Scholarship Fund.*

WHAT IS TECH PREP?

- **TECH PREP** blends high school academic, career, and technical education into planned programs of study that lead to a two-year degree program at Pasco-Hernando Community College.
- **EDUCATORS IN THE WORKPLACE** Is an important part of the **TECH PREP** initiative as it offers teachers, guidance counselors and school-based administrators the opportunity to gain experiences that will enable them to develop and revise curricula and counseling services that are relevant to the real world.

PROGRAM OBJECTIVE

To provide educators with a current and first-hand knowledge of workplaces in order to better serve their students' personal, academic and career development. Specifically:

- Career options and local job opportunities, including educational and skill requirements.

- The impact of technology on the changing labor market.
- Educational and training programs offered in the workplace.
- Effective methods and techniques used in the workplace which will assist students in their career development and job placement.
- The special career development needs of the physically challenged, minorities, and women.

PROGRAM DESCRIPTION

- Educators visit a series of workplaces representing a diversity of businesses, industries, and governmental offices.
- Each workplace provides a tour and information on technology, careers, range of positions, educational and skill requirements, training, products, services, processes, communication systems, history, etc.
- During the Program, each educator will select a shadowing experience for a more in-depth view of the workplace environment.

- Participants attend a debriefing session to discuss their experiences, and share what they have learned and how they can apply that knowledge and experience to their daily curricula and career counseling.

BENEFITS OF TECH PREP

- Stimulates the local economy by providing a recruitment vehicle for careers where there is demand and growth.
- Provides high school and community college educators workplace experiences to develop curricula and counseling services that are relevant to the real world.
- Helps reduce training and retraining costs.
- Increases competitive edge of American business and education.
- Enhances business/education partnerships.

PROGRAM MODEL

- ORIENTATION
- SERIES OF SITE VISITATIONS
- SHADOWING EXPERIENCE
- CAPSTONE FORUM

WHAT OTHERS HAVE SAID

"...It is important and crucial to the successful economic development of our communities that this program continue and thrive."

"...I have found this to be the most informative inservice that I have taken part in."

"...I can now answer my students' question: What am I ever going to need this for?"

"...you need to do this as part of your job as an educator; we need to do more of this."

"This is a wonderful opportunity to see how and where academic theory is used outside the four walls of a classroom."

CHARTER HOSTS

Barnett Bank
Dade City Hospital
Florida Crushed Stone Company
Florida Power Corporation
Hernando County Airport and Industrial Park
Interconnect Cable Technologies Corporation
Job Service of Florida - Pasco
Saddlebrook Golf and Tennis Resort
Sims Machine and Controls, Inc.
St. Petersburg Times
Sparton Electronics
Southwest Florida Water Management District
Sun Bank and Trust Company

FOR MORE INFORMATION CONTACT:

PEGGY GREEN
Tech Prep Articulation Coordinator
District School Board of Pasco County
813/929-2214

CARMINE BELL
Tech Prep Coordinator
Pasco-Hernando Community College
813/847-2727, ext. 3259

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Tech Prep Articulation Coordinator
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IN THE TORS PLACE

TECH PREP

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